

Message Text

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ACTION COME-00

INFO OCT-01 ARA-10 ISO-00 EB-07 INT-05 FEA-01 /024 W

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R 191709Z FEB 75

FM AMEMBASSY LIMA

TO SECSTATE WASHDC 3981

UNCLAS LIMA 1397

E.O. 11652: N/A

TAGS: BEXP, PE

SUBJECT: SPECIAL TRADE OPPORTUNITY

1. WELL ESTABLISHED ENGINEERING FIRM AND CONSTRUCTION FIRM (INGENIEROS EJECUTIVOS, S.A. AND OCTAVIO BERTOLERO Y CIA.) ARE INTERESTED IN CONTACTING U.S. FIRMS WHO MIGHT BE INTERESTED IN PROVIDING EQUIPMENT (AS DESCRIBED BELOW) AND SOME KEY PERSONNEL FOR A JOINT PROJECT TO PRODUCE 800,000 TONS OF PHOSPHORIC ROCK PER YEAR BEGINNING THE END OF 1975 AND RUNNING FOR THREE YEARS.

2. THIS IS A CRASH PROGRAM BY THE GOVERNMENT MINING ENTITY MINERO-PERU. THE IDEA IS TO PRODUCE PHOSPHORIC ROCK IMMEDIATELY PENDING THE ESTABLISHMENT OF A FERTILIZER AND PETROCHEMICAL COMPLEX AT THE BAYOVAR SITE.

3. MINERO-PERU WILLING TO GIVE A CONTRACT FOR THE MINING OF 800,000 TONS PER YEAR TO ANY GROUP PREPARED TO START OPERATIONS BY THE END OF 1975. SPEED, THEREFORE, IS OF PRIME IMPORTANCE.

4. ACCORDING TO THE FEASIBILITY STUDY, THE IMPORTED EQUIPMENT REQUIRED IS:

9 SCRAPERS (657B)

5 BULDOZERS (D-9-H)

1 DRAGLINE (235)

1 TOWTRUCK

7 FOUR WHEEL DRIVE PICKUPS

1 20 KW POWER PLANT

SHOP EQUIPMENT

7 MOBILE RADIOS

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VALUE OF ABOVE EQUIPMENT PLUS 10 PERCENT FOR SPARE PARTS

ESTIMATED AT \$4.495 MILLION.

5. LOCAL FIRMS WOULD SUPPLY ALL OTHER PERSONNEL REQUIRED.
CONTRACT WITH MINERO-PERU (PRICE TO BE NEGOTIATED) WOULD PROVIDE
FOR PART PAYMENT IN DOLLARS AND REST IN LOCAL CURRENCY AND
WOULD COVER THE THREE YEAR PERIOD. LOCATION OF DEPOSIT IS IN
NORTHERN PERU AT PIURA, A DESERT AREA WITH NO RAIN AND
TEMPERATURES 60 DEGREES F TO 110 DEGREES F.
INTERESTED FIRMS SHOULD CABLE:
ING CARLOS CHAVEZ G.
EJECUTORESA
LIMA, PERU

6. COMMENT:
THIS IS AN EXCELLENT OPPORTUNITY FOR A MEDIUM SIZE U.S.
COMPANY THAT MIGHT HAVE SOME AVAILABLE EQUIPMENT TO INVEST.
PERUVIAN GOVERNMENT VERY ANXIOUS TO BEGIN PRODUCTION AND LOCAL
COMPANIES SURE THEY WILL OBTAIN CONTRACT IF THEY HAVE U. S.
COMPANY SUPPLYING EQUIPMENT. PERUVIAN COMPANIES INVOLVED ARE
EXPERIENCED IN THEIR FIELD AND ENJOY EXCELLENT REPUTATION.

7. EMBASSY REQUESTS SPECIAL HANDLING.
DEAN

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